

2026
SEPTEMBER

WINDSOR ESSEX COUNTY
REAL ESTATE MARKET REVIEW

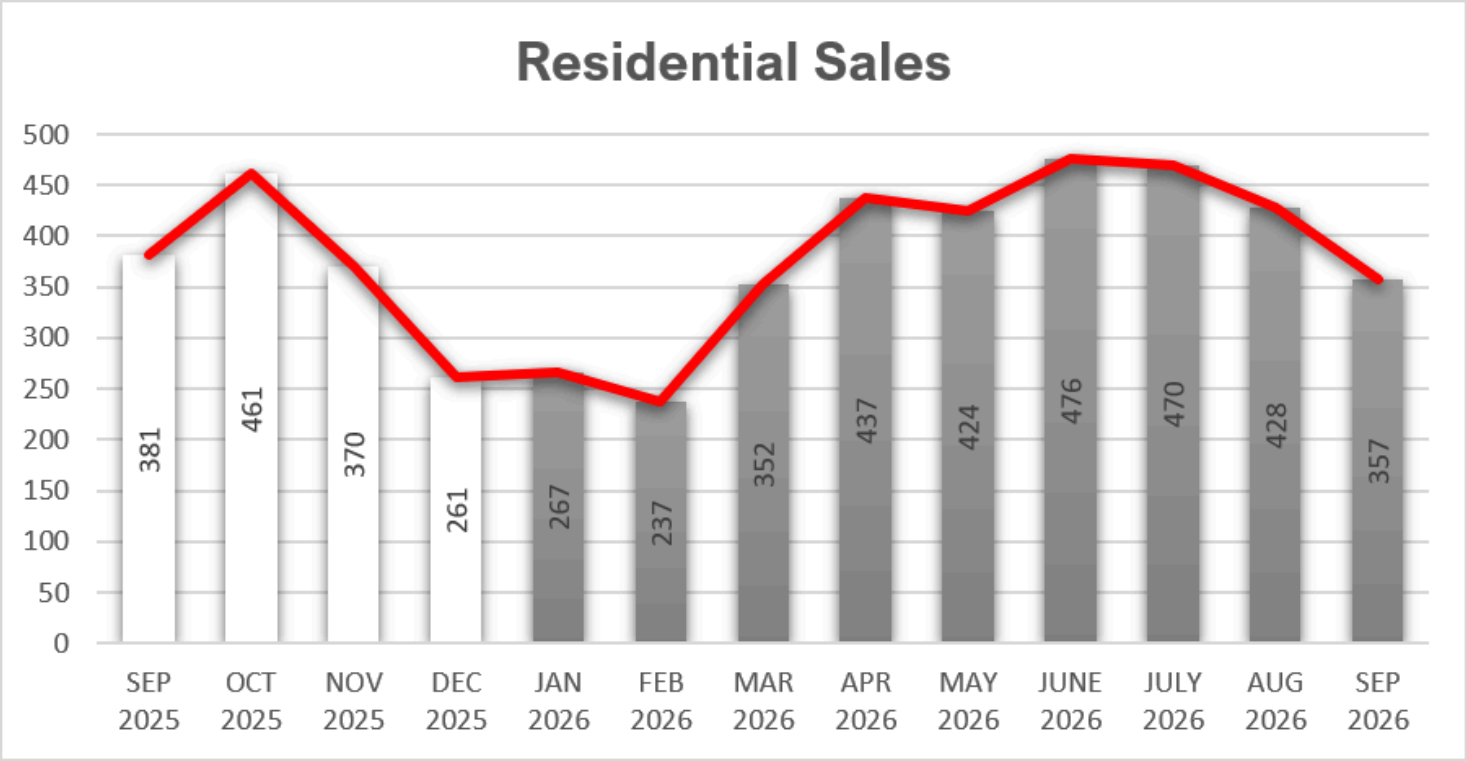
ROYAL LEPAGE

Binder Real Estate
Brokerage
INDEPENDENTLY OWNED AND OPERATED

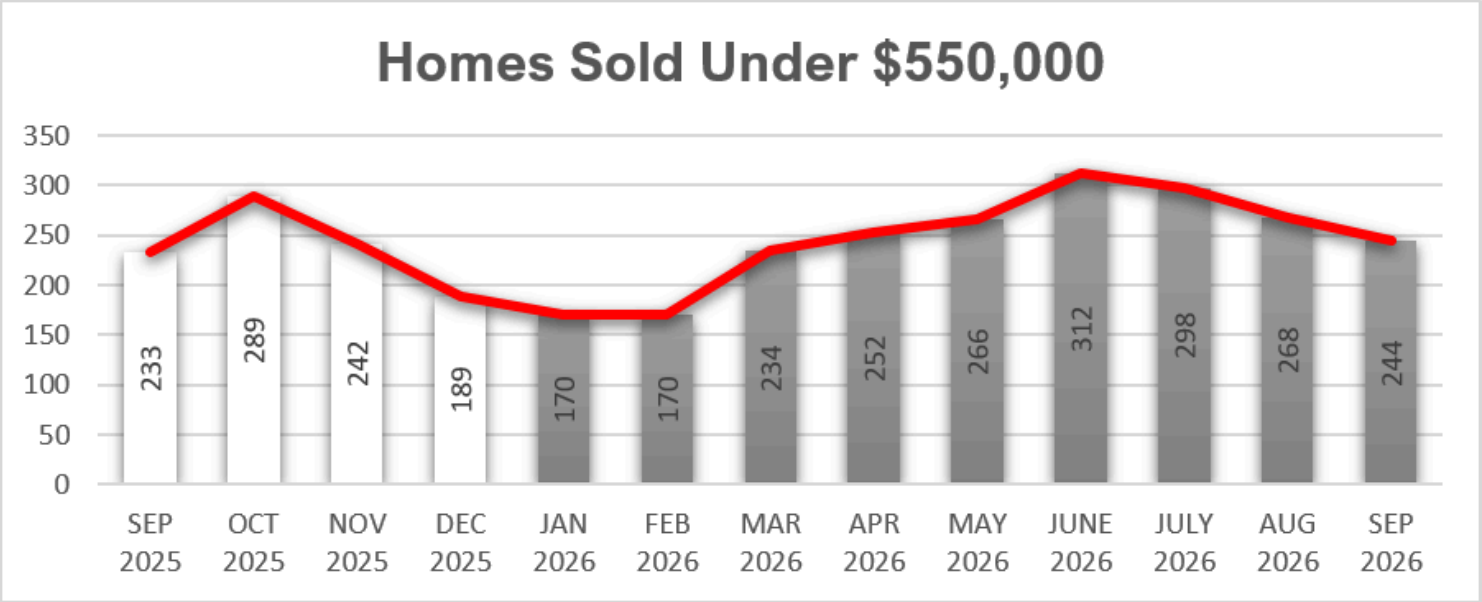
SALES
SEPTEMBER 2026

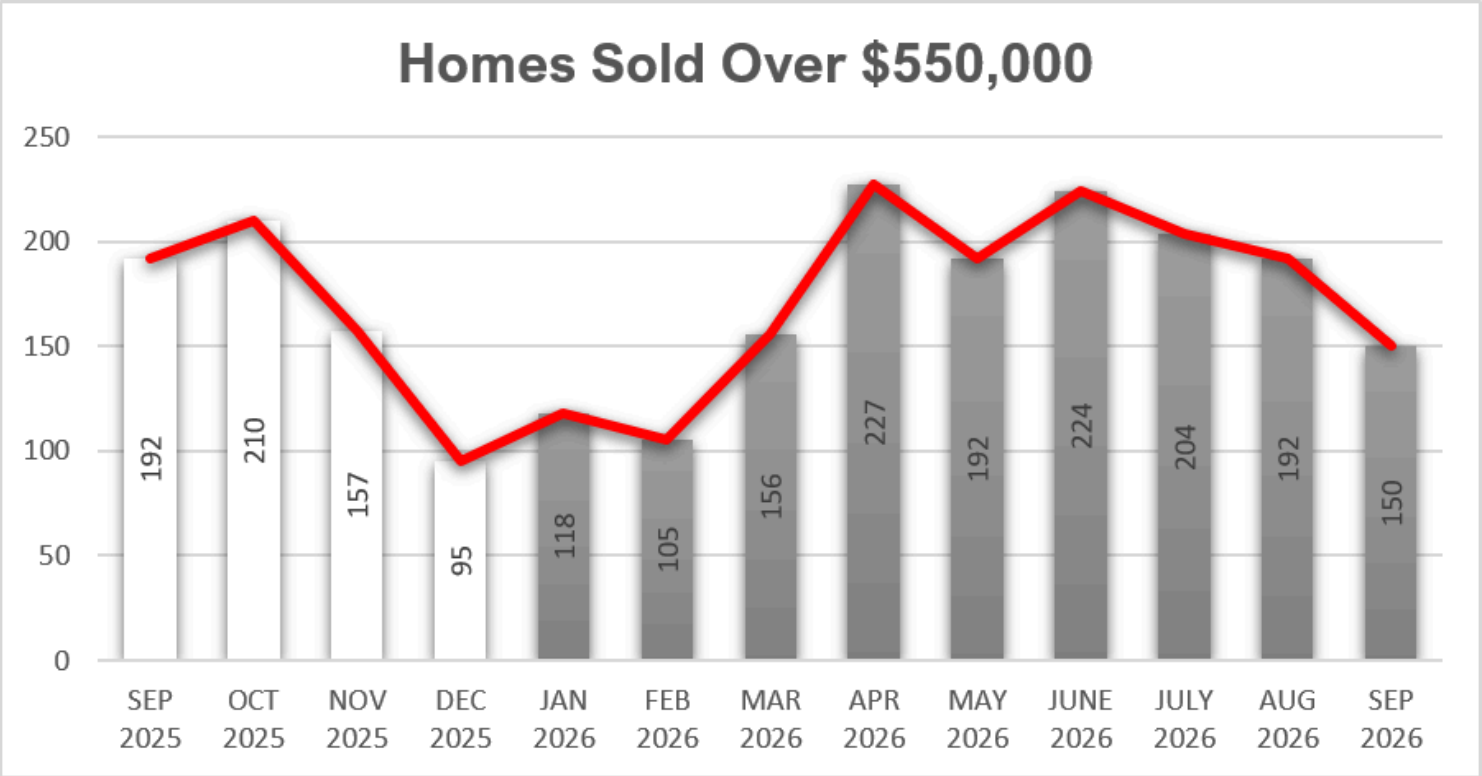
The Windsor-Essex housing market continued to shift into a more measured pace in September 2026. Residential sales declined from August while new listings edged higher, contributing to a lower monthly sales-to-listings ratio and continued choice for buyers. Home prices, however, remained relatively steady, with only modest movement in both the monthly and annual averages.

Overall, the September numbers point to a market where buyers have time and options, while sellers are facing more competition for attention. Activity is still taking place across different property types and price ranges, but pricing, presentation and understanding the conditions within a specific neighbourhood are becoming increasingly important as the market moves further into the fall season.



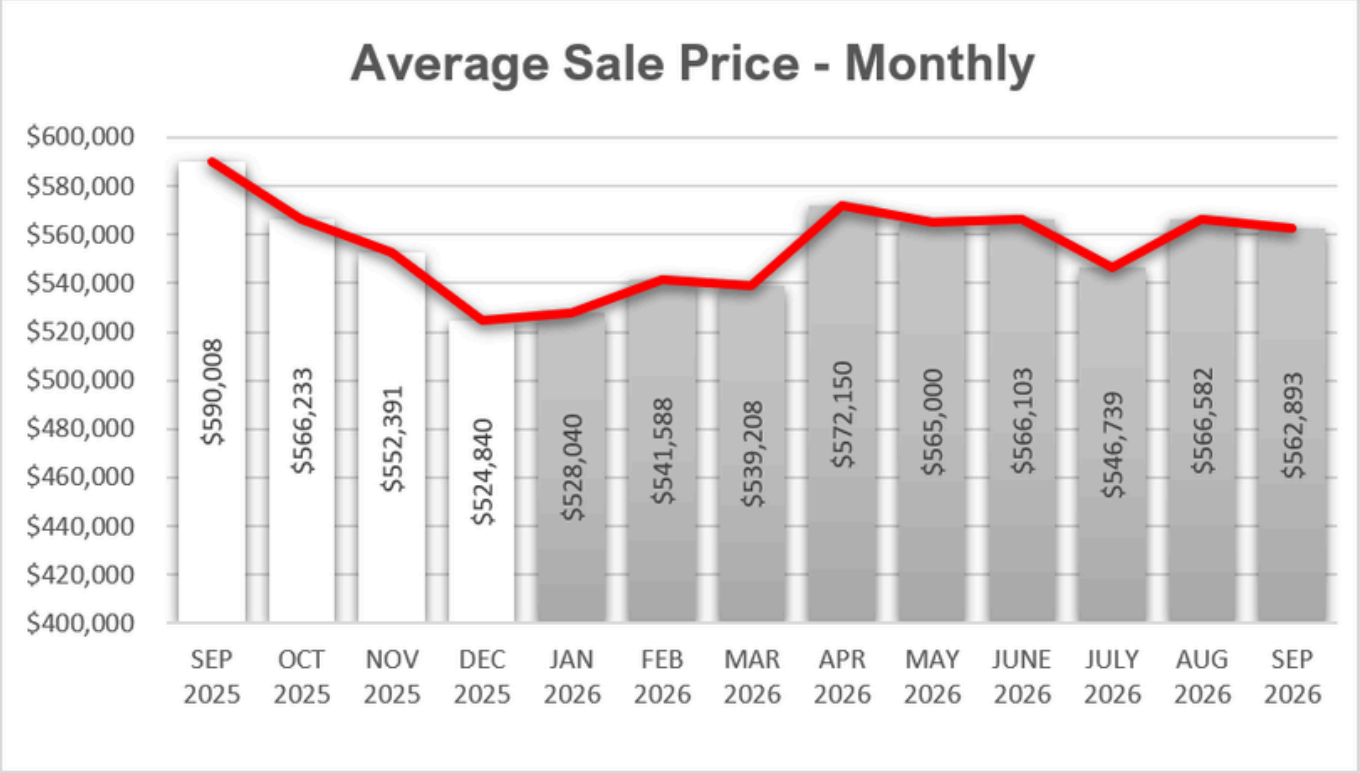
Residential sales decreased to 357 in September 2026, down from 428 in August. This marks a noticeable slowdown from the stronger spring and summer months and also sits slightly below the 381 sales recorded in September 2025. While activity has moderated, buyers continue to participate in the market as conditions transition into the fall season.





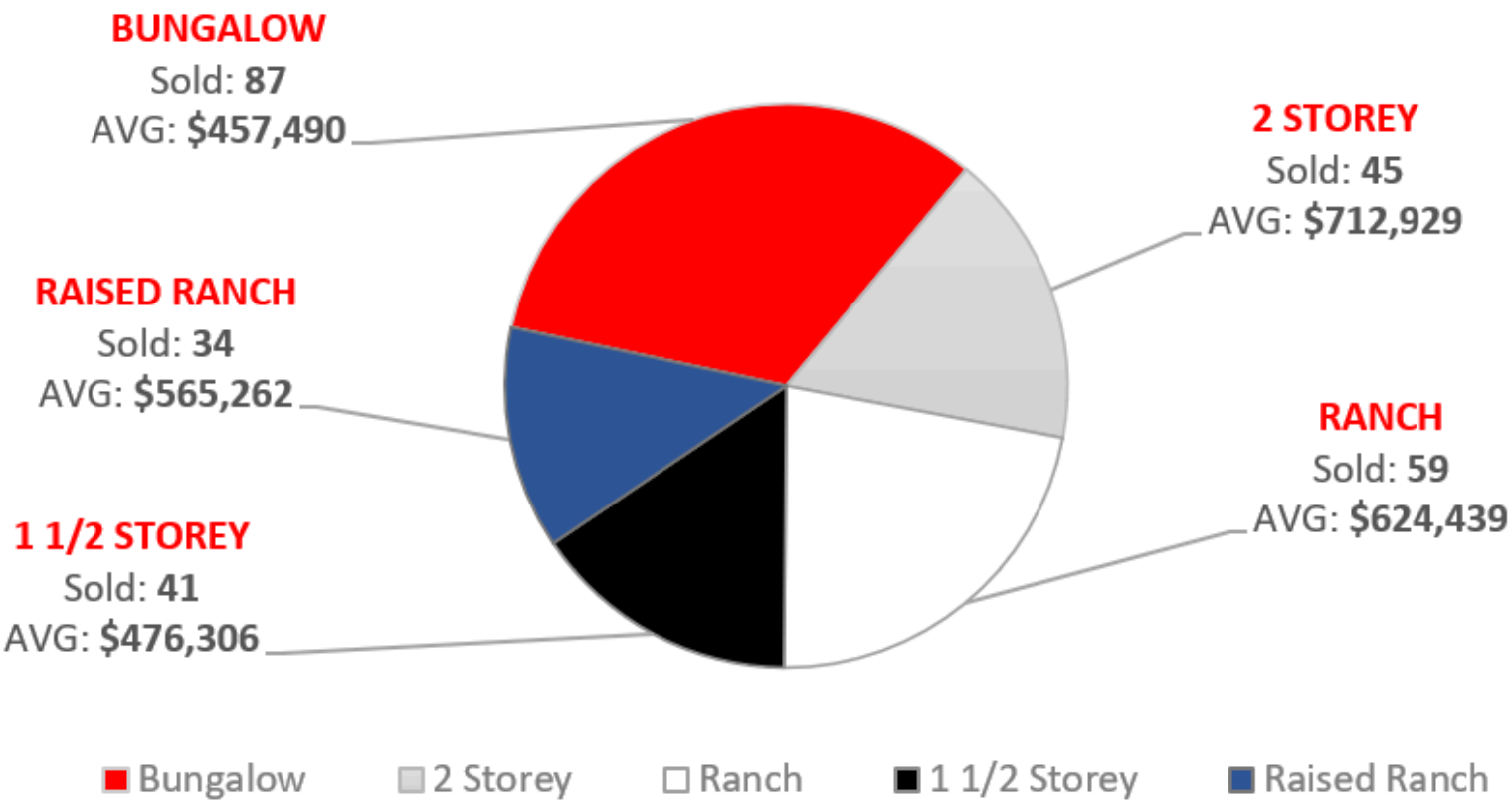
Sales activity declined across both price segments in September 2026. A total of 244 homes sold under $550,000, compared to 268 in August, while 150 homes sold over $550,000, down from 192. The larger decline in higher-priced sales suggests activity was more concentrated in the lower price segment during the month, with buyers continuing to show greater activity below the $550,000 mark.





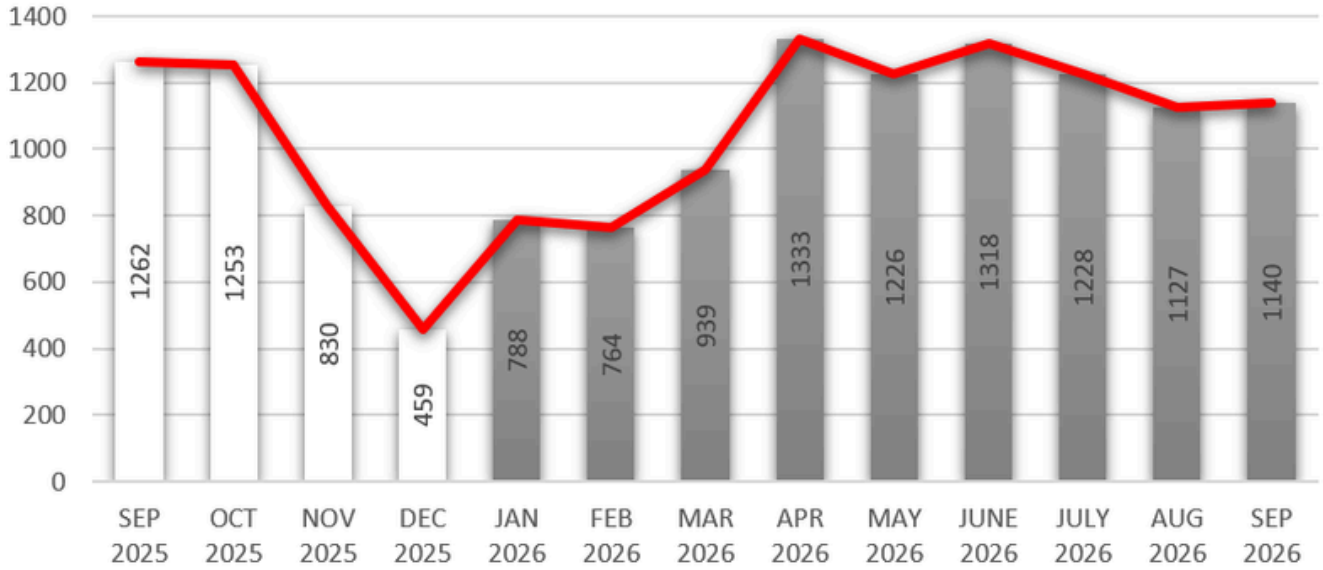
Home prices remained relatively steady in September 2026, with the monthly average sale price reaching $562,893, compared to $566,582 in August. The annual average edged slightly higher to $557,153, following $556,676 the previous month. While values remain below levels seen a year ago, the recent stability in both monthly and annual figures suggests pricing is beginning to level out after the gradual softening experienced over the past year.

MOST POPULAR STYLE OF HOME

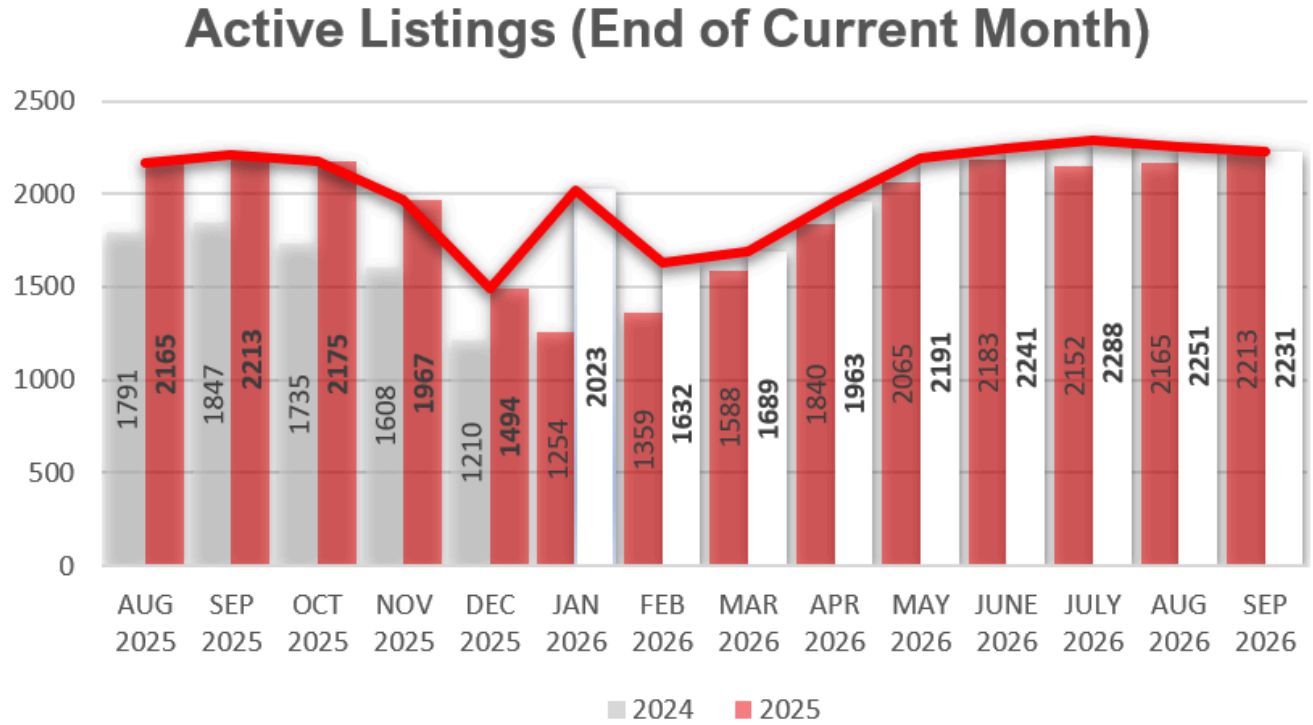


Bungalows continued to lead the market in September 2026 with 87 sales and an average sale price of $457,490. Ranches followed with 59 sales, while two-storey homes recorded 45, one-and-a-half-storey homes reached 41, and raised ranches recorded 34. Bungalows offered the lowest average sale price among the five most popular styles this month, helping them maintain broad appeal within the Windsor-Essex market.

LISTINGS
AUGUST 2026



New residential listings increased slightly to 1,140 in September 2026, compared to 1,127 in August. With sales declining while new listings edged higher, buyers continue to benefit from a good selection of available properties. For sellers, increased competition reinforces the importance of positioning a property appropriately for current market conditions.



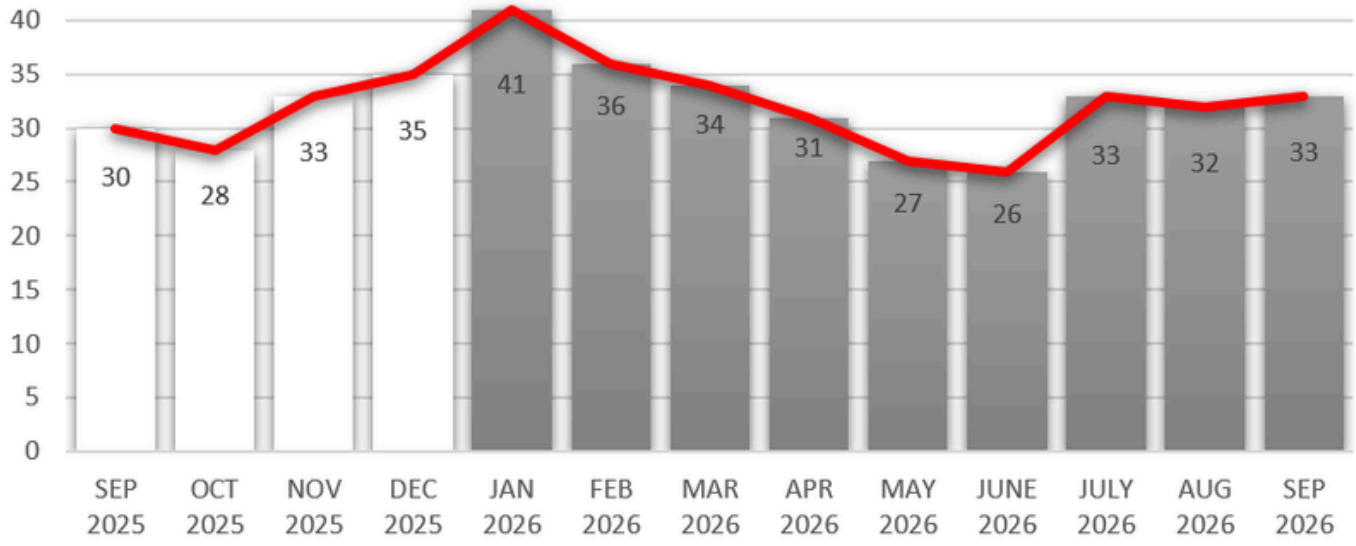
Active listings eased slightly for the second consecutive month, ending September 2026 at 2,231 properties, compared to 2,251 in August and 2,288 in July. Despite this gradual decline, inventory remains elevated compared with earlier in the year, continuing to provide buyers with considerable selection and keeping the market competitive for sellers.





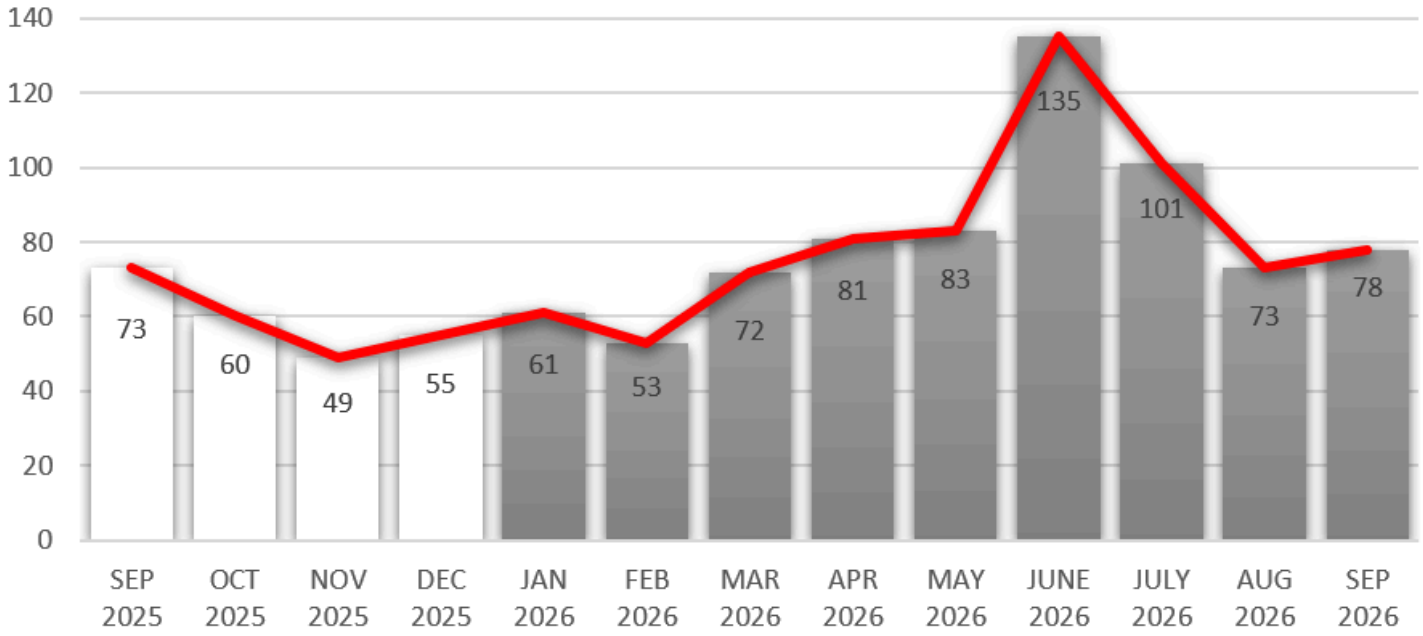
The Windsor-Essex market saw some moderation in September 2026, with the monthly sales-to-listings ratio declining to 32%, while the annual ratio remained steady at 37%. The lower monthly ratio reflects fewer sales relative to new listings, giving buyers continued choice and creating more competition among sellers. In these conditions, appropriate pricing and strong presentation remain important for attracting buyer attention.

DAYS ON MARKET



Homes spent an average of 33 days on the market in September 2026, up slightly from 32 days in August. This remains in line with recent summer figures, suggesting that properties are generally taking about a month to sell, although timing can vary considerably depending on location, price point, condition, and competition.

CONDO SALES



Condominium sales increased modestly in September 2026, with 78 units sold, compared to 73 in August. While activity remains well below the June peak of 135 sales, the month-over-month increase shows some renewed activity in the condominium segment heading into the fall market.

*ALL DATA COLLECTED FROM MLS DETAILED SHEETS PROVIDED BY WECAR